

• *Contract Manufacturing*

Computing Devices' fully integrated manufacturing facilities are made available to companies requiring alternate sources of supply for sophisticated electronics systems. Major customers include Hughes Aircraft and FMC.

AVERAGE WORK FORCE: Professionals – 400
Total – 1200

GROSS SALES: 1986 – \$ 91M
1987 – \$113M

PLANT SIZE: 375,000 Sq Ft (five buildings)
400 Acres (Stittsville Research Facility)

EQUIPMENT: No Data

EXPERIENCE: Computing Devices has considerable experience with the US military (approximately 50% of their total sales). They have outstanding production facilities.

KEYWORDS: 1553 Data Buss; ASW; Acoustic Sensing; Avionics; Ballistic Computer Systems; C3 Systems; Cockpit Displays; Computers; Data Acquisition; Data Analysis; Data Handling; Engine Controls; Engine Thrust Measuring Device; Fire Control; Instruments; Intrusion Detection; Navigation; Performance Measuring Devices; Projected Map Displays; Radar; RPV Ground Control; Signal Processing; Systems Integration; Video Display Systems.

REVISED: March 88

CONAIR AVIATION Ltd

ADDRESS: P. O. Box 220
Abbotsford, British Columbia, Canada
V2S 4N9

CONTACT: Mr Barry DeBruyn, Director of Marketing –
(604) 853-1171

HISTORY: Conair Aviation Ltd is a Canadian-owned specialty aviation company founded in 1969. Conair is the parent company to five subsidiary companies, most of which are involved in specialty aviation products and services.

CAPABILITY: Conair is primarily involved in providing aerial fire fighting services and products for fixed and rotary wing aircraft.

The company converts aircraft to the air tanker configuration, such as the F27 Firefighter and Conair Firecat, and designs and manufactures fire fighting systems for various types of helicopters. The company also designs and manufactures aerial spray systems for fixed and rotary wing aircraft. Conair developed aircraft and systems are used in Canada, Australia, France, the US, Italy, Japan, and Saudi Arabia. The company's capabilities include aeronautical engineering (using computer-aided design CAD), aircraft modification and systems manufacturing, fleet management (Conair operates the largest private fleet of air tankers in the world), quality assurance, and training.

AVERAGE WORK FORCE: Engineering – 25
Production – 160
Operations – 134
Others – 46

GROSS SALES: 1986 – \$17.0M
1987 – \$18.0M

PLANT SIZE: 130,000 Sq Ft

EQUIPMENT: Conair's equipment includes a fleet of 48 fixed wing and 27 rotary wing aircraft, CAD system, and in-house manufacturing, aircraft maintenance, modification, repair and overhaul shops.

EXPERIENCE: Conair's present customers include various departments in the Canadian and British Columbia governments, the USAF, the Government of France, and industry in Australia and Japan.

KEYWORDS: Modification (Aircraft); R&O (Aircraft); Aerial Delivery Systems; Fire Fighting Equipment (Aircraft); Fire Detection & Mapping; Oil Spill Control.

REVISED: February 88

CONTRACTING ADVISORY SERVICES Inc

ADDRESS: 56 Sparks St, Suite #100
Ottawa, Ontario, Canada
K1P 5A9

CONTACT: Mr Mark S Fleiszer, President – (613) 235-8135

HISTORY: Contracting Advisory Services Inc was established in 1985.

CAPABILITY: Contracting Advisory Services Inc has provided services in the following ways:

- Assistance to Canadian, US and other foreign companies in dealing with the Canadian Government.
- Assistance to Canadian companies wishing to do business with US Defense department.
- Assistance in all phases of the acquisition process from the preparation of proposals through contract negotiations and administration, to contract completion.
- Representation of Canadian and foreign firms to the Canadian Governments.
- Assistance in negotiating off-set, co-production, licensing, transfer of technology and other similar agreements.
- Organizing consortia for large projects.
- Acting as an Ottawa branch office with or without office services.
- In-house courses on Canadian government procurement regulations and practices.
- Organizing of professional conferences.

AVERAGE WORK FORCE: MPA, BSC – 1
Others – 1

GROSS SALES: No Data

PLANT SIZE: No Data

EQUIPMENT: No Data

EXPERIENCE: Contracting Advisory Services Inc has 20 years experience in the Canadian government Department of Supply and Services in the procurement of defence material.

KEYWORDS: Consulting; Government Relations; Business Development; Industrial Benefits; Procurement (Courses).

REVISED: February 88

C.P.S. INDUSTRIES Inc (LES)

ADDRESS: 2745 DeMiniac Street
Montreal, Quebec, Canada
H4S 1E5

CONTACT: Mr Peter Wiedemann, Sales Manager – (514) 336-0568

HISTORY: C.P.S. Industries is a Canadian-owned company founded in 1963.